

**Working with Mandated  
Clients**

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**Assumptions in Working  
with Mandated Clients**



"The stick is enough.  
There is no need for a carrot."

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**Assumptions in Working  
with Mandated Clients**



"Clients are either motivated or not.  
If they are not, there is little we can do."

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**Assumptions in Working  
with Mandated Clients**



"Someone who continues to use is  
in denial."

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**Assumptions in Working  
with Mandated Clients**



"The best way to break through the denial is direct confrontation."

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**Assumptions in Working  
with Mandated Clients**



"People change only when they have to."

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**Assumptions in Working  
with Mandated Clients**



"The first and most important step in recovery is to admit and accept the fact that you have the disease of addiction."

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**What Research Tells Us  
about Addiction**

- People with drug and alcohol dependencies do not have unique personalities
- People with dependencies show no higher level of denial than the normal population
- Measures of denial are not clearly related to treatment or outcome

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## What Research Tells Us about Treatment

- Patient drug use, compliance, and outcome are powerfully influenced by therapist characteristics and environment
- Direct confrontation yields poorer compliance and outcomes

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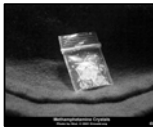
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## Motivation for Treatment



- Why is it harder for a stimulant abuser to enter the treatment system?
- What does it mean to say someone is motivated to do treatment?
- How can we compete with the pull of drugs like methamphetamine?

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## How Stimulants Effect the Willingness to Enter Treatment



Methamphetamine does NOT make you sick; therefore, the drug use is not the problem.

Methamphetamine allows long periods of no drug use; certainly the drug is not the problem.

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## Style of Engagement

- |                  |                      |
|------------------|----------------------|
| ▪ Accepting      | ▪ Patient-elicited   |
| ▪ Non-Judgmental | ▪ Collaborative      |
| ▪ Empowering     | ▪ Ambivalence normal |
| ▪ Supportive     | ▪ Facilitative       |
| ▪ Understanding  |                      |

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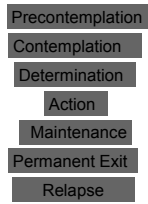
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### Stages of Change



Prochaska & DiClemente

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### Motivation Interviewing Goals

- Increase Motivation
- Decrease Resistance
- Increase retention
- Better outcomes



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### Four Principles of Motivational Interviewing

1. Express empathy
2. Develop discrepancy
3. Avoid argumentation
4. Support self-efficacy

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### 1. Express Empathy

- Acceptance facilitates change
- Skillful reflective listening is fundamental
- Ambivalence is normal

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## 2. Develop Discrepancy

- Awareness of consequences is important
- Discrepancy between behaviors and goals motivates change
- Have the client present reasons for change

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## 3. Avoid Argumentation

- Resistance is signal to change strategies
- Labeling is unnecessary
- Shift perceptions
- Clients attitudes shaped by their words, not yours

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## 4. Support Self-Efficacy

- Belief that change is possible is important motivator
- Client is responsible for choosing and carrying out actions to change
- There is hope in the range of alternative approaches available

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